



An Energy Efficiency Workshop & Exposition

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Kansas City, Missouri

# **Green Procurement: Why and How?**

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**Interior Solicitor's Office**

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# Green Purchasing

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- Background & legal framework
- DOI's custodial contract
- Other examples – opportunities
- Special emphasis programs



# Green Purchasing Encompasses

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- Recycled content products (*e.g.*, CPG)
- Environmentally preferable products including biobased products
- Energy efficient products



## Government Role

### Why Target the Government?

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- The U.S. consumes approximately 25% of the world's resources, yet is only about 5% of the world's population
- The federal government is the country's largest purchaser of goods and services, responsible for 12% of the Gross National Product (GNP).  
Government at all levels accounts for 20% of the GNP
- Government creates markets for recovered materials by purchasing products made with these materials, leading to greater product availability, and competitive pricing



# Legal Framework

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- Federal Statutes (*e.g.*, RCRA)
- Federal Executive Orders (*e.g.*, E.O. 13101)
- Recent Energy Directive
- OFPP Policy Letter 92-4
- Regulations – Particularly, Federal Acquisition Regulation (FAR)
- Agency Greening Goals and Strategies (as per E.O.s)



# Federal Statutes

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- **Resource Conservation and Recovery Act of 1976 (RCRA)** (amending Solid Waste Disposal Act), 42 U.S.C. 6901-6992k (E.O. 13101)
- **Emer. Planning and Community Right-to-Know Act of 1986 (EPCRA)**, 42 U.S.C. 11001-11050 (E.O. 13148)
- **Pollution Prevention Act of 1990**, 42 U.S.C. 13101-13109 (E.O. 13148)
- **Energy Policy Act of 1992 (EPACT)**, P.L. 102-486;  
**Energy Conservation Reauthorization Act of 1998**, P.L. 105-388 (E.O. 13123 & 13129)
- **Clean Air, Clean Water, GPRA, etc.**



# RCRA

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The Resource Conservation and Recovery Act of 1976  
(RCRA, at 42 U.S.C. 6962)

- Congress provided a mechanism to increase government purchasing of recycled products
- Designed to help stimulate markets for materials recovered from solid waste by using the government's purchasing power



## RCRA (Cont'd)

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Federal government agencies **must**

- Give preference in their purchasing programs to products and practices that conserve and protect natural resources and the environment (6962(a),(c),(d))
- **Establish Affirmative Procurement programs for recycled content products designated by the U.S. EPA (6962(i))**



## RCRA (Cont'd)

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- Eliminate specifications excluding recovered materials/requiring virgin materials (6962(d)(1))
- Assure specifications require recovered materials to maximum extent possible (6962(d)(2))
- Procure solid-waste management services assuring greatest resource recovery (6962(f))



## EPA's Comprehensive Procurement Guideline (CPG)

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Pursuant to **RCRA 6002**, to date, the EPA has designated **54** items in **8** categories:

- Paper and Paper Products
- Vehicular Products
- Construction Products
- Transportation Products
- Park and Recreation Products
- Landscaping Products
- Nonpaper Office Products
- Miscellaneous Products



# Current Executive Orders

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**EO 13101**

Greening the Government  
Through Waste Prevention,  
Recycling and  
Federal Acquisition

**EO 13123**

Greening the Government  
Through Efficient Energy  
Management

**EO 13148**

Greening the Government  
Through Leadership in Environmental  
Management

**EO 13149**

Greening the Government Through  
Federal Fleet and Transportation  
Efficiency



## Superseded Executive Orders

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- 12843 Ozone-Depleting Substances (by 13148)
- 12844 Alternative Fueled Vehicles (by 13149)
- 12845 Energy Effic. Computer Eqpt (by 13123)
- 12856 Right-to-Know; Poll. Preven. (by 13148)
- 12873 Acquis., Recycl., and Waste Preven. (13101)
- 12696 Fed. Acq. & Right-to-Know (by 13148)
- 12902 Energy Effic. & Water Cons. (by 13123)
- 13031 Alternative Fueled Vehicles (by 13149)



# **Executive Order 13101**

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## ***Greening the Government through Waste Prevention, Recycling, and Federal Acquisition***

- Implements RCRA Section 6002
- Signed by President Clinton on 14 Sept 1998
- Supersedes Executive Orders 12873 and 12995



## Executive Order 13101 Provisions

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- Creates a **White House Steering Committee on Greening the Government Through Waste Prevention, Recycling and Federal Acquisition**
  
- The Steering Committee is comprised of:
  - Chair of the Council on Environmental Quality (**CEQ**)
  - The Federal Environmental Executive (**FEE**)
  - Administrator for the Office of Federal Procurement Policy (**OFPP**)



## **Executive Order 13101**

### **Major Initiatives**

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- Prohibits the sale and purchase of printing and writing paper not containing a minimum of 30% post consumer fiber by the end of 1998



## Executive Order 13101 Major Initiatives (Cont'd)

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- Environmentally preferable products may contain recycled materials, be agricultural “biobased” products, or have other positive environmental attributes
- Directs agencies to incorporate in their daily operation, methods to build markets for **environmentally preferable** products and services which can reduce pollution, save energy and materials, and create jobs



## Executive Order 13101

### Major Initiatives (Cont'd)

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- Addresses the need of the Federal Government to increase purchases of biobased products in order to develop markets for these items
- Mandates the evaluation of federal facility compliance with Section 6002 of the Resource Conservation and Recovery Act
- Requires agencies to establish long-term goals both for waste prevention and recycling and for buying recycled and **environmentally preferable** products



# Executive Order 13101

## Acquisition Planning

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Implements affirmative procurement program by requiring agencies to consider these factors in acquisition planning:

- Use of biobased products
- Use of recovered materials
- Product reuse and life cycle cost
- Recyclability
- Use of environmentally preferable products
- Elimination of virgin material requirements
- Waste prevention including toxicity reduction/elimination; and
- Ultimate disposal



# Executive Order 13101

## Some Definitions

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- “Environmentally preferable” – products or services that have a lesser or reduced effect on human health and the environment when compared with competing products or services that serve the same purpose
- “Acquisition” – acquiring by contract with appropriated funds for supplies or services (including construction) . . . [B]egins at the the point when agency needs are established and includes the description of requirements to satisfy agency needs



## **Executive Order 13101**

### **Some Definitions (Cont'd)**

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- “Waste prevention” – any change in the design, manufacturing, purchase, or use of materials or products (including packaging) to reduce their amount of toxicity . . .
  
- “Waste reduction” – preventing or decreasing the amount of waste being generated through waste prevention, recycling, or purchasing environmentally preferable products



# Executive Order 13123

## *Energy Efficient Management*

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- **Greenhouse Gases Reduction Goal** – 30% by 2010
- **Energy Efficiency Improvement Goal** – 30% by 2005; 35% by 2010
- **Renewable Energy Goal** – Install solar energy systems; 2,000 by end 2000; 20,000 by 2010
- **Petroleum Use Reduction Goals** – Through various methods
- **Source Energy** – Strive to reduce total energy use and associated emissions
- **Water Conservation** – Reduce water consumption as per agency-established goals



# Executive Order 13148

## *Leadership in Environmental Mgmt*

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- **Env'tl Mgmt** – Agency senior officials to endorse necessary actions in support of environmental leadership
- **Env'tl Compliance** – Agencies to establish compliance audit programs for poll. prevention
- **Right-to-Know & Pollution prevention** – Under EPCRA, agencies to be leaders in informing of pollutant releases, reducing
- **Reduce Toxic Chemical Releases** – 10% per year; 40% by 12/31/06
- **Reduce Toxic Chemical Use** – 50% by 12/31/06
- **Reduce Ozone-Depleting Substances** – Phase out by 12/31/06
- **Promote Environmental Landscaping**



## Executive Order 13149

### *Federal Fleet and Transportation Efficiency*

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- Reduced Petroleum Fuel Consumption – 20% or more by 2005 (as compared to '99 levels)
- Performance Strategies – Can include alternative fuels, better economy, hybrids, lower use, smaller fleets, achieving “Tier 2” standards



## Bush 5/3/01 Directive

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- I hereby direct the heads of executive departments and agencies to take appropriate actions to conserve energy use at their facilities to the maximum extent consistent with the effective discharge of public responsibilities, particularly in regions where electricity shortages may occur and during periods of peak electricity demand.
- Agencies should review their existing operating and administrative processes and conservation programs and identify and implement ways to reduce such use
- Agencies should report to me, through the Secretary of Energy, within 30 days from the date of this memorandum on the conservation actions taken (by June 3, 2001)



## **Bush 5/3/01 Directive – Cont'd**

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**QUESTION:** Ari, can you detail how the President's conservation plan is different than the federal conservation measures put in place by the Clinton administration toward the end of their tenure?

**MR. FLEISCHER:** I am not familiar with the conservation efforts the previous administration took, put in place. I don't know all the details or the specifics of theirs.

But the President believes that conservation is, indeed, one of many responses to the nation's impending energy crisis. He thinks it's important for people to conserve energy. He also thinks it's important that the United States develop its energy resources, so that we can make sure that people's lifestyles are not disrupted.



# OMB Policy Letter 92-4

## *Procurement of Environmentally-Sound and Energy Efficient Products and Services*

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### Section 7 - Responsibilities

Heads of agencies shall:

- “(7) Assure, when drafting or reviewing specifications for required items, that the specifications
- (a) do not exclude the use of recovered materials;
  - (b) do not necessarily require the item to be manufactured from virgin materials; and
  - (c) require the use of recovered materials and environmentally-sound components to the maximum extent practicable without jeopardizing the intended end use of the item...”



# Federal Acquisition Regulation (FAR)

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- Revisions Published June 6, 2000
- Ongoing revisions to accommodate new Greening the Government EOs
- Part 7 - Acquisition Planning
- Part 11 - Defining Agency Needs
- Part 12 - Acquis. of Commercial Items
- Part 13 - Simplified Acquisition Procedures
- Part 23 - Environment, Conservation ...
- Part 52 - Solicitation Provisions and Clauses



## **FAR Part 7**

# **Acquisition Planning**

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**Part 7.103 (n)** Ensuring that agency planners --

- (1) Specify needs for printing and writing paper consistent with the minimum content standards specified in section 505 of Executive Order 13101 of September 14, 1998 . . . and
- (2) Comply with the policy in 11.002(d) regarding procurement of products containing recovered materials, and environmentally preferable and energy-efficient products and services.



## FAR Part 7 Acquisition Planning

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**Part 7.105(b)(16)** requires written acquisition plans to “discuss all applicable environmental and energy conservation objectives associated with the acquisition...”



## FAR Part 7 Acquisition Planning

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- The FAR language points to the need for activities to ensure that recycled-content and EPP products and services become a fundamental building block for future planning efforts
- One of the easiest ways to incorporate recycled-content products and EPP products and services into federal purchasing decisions is to begin considering environmental performance during the acquisition planning phase



## FAR Part 7 Acquisition Planning

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- Be sure the entire acquisition planning team is aware of the FAR Part 7 requirements
- Some agencies have assigned one individual as an environmental advocate who is tasked with ensuring that environmental considerations are included in all procurement decisions



# FAR Part 11

## Defining Agency Needs

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**Part 11.002 (d)** The Resource Conservation and Recovery Act of 1976 . . . Executive Order 13101 . . . establish requirements for the procurement of products containing recovered materials, and environmentally preferable and energy-efficient products and services. Executive agencies must consider use of recovered materials, environmentally preferable purchasing criteria developed by the EPA, and environmental objectives (see **23.703(b)**) when--

- (1) Developing, reviewing, or revising . . . specifications, product descriptions (including commercial item descriptions), and standards;
- (2) Describing Government requirements for supplies and services; and
- (3) Developing source selection factors.



## **FAR Part 12**

### **Acq. Of Commercial Items**

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#### **12.301(e)(3)**

The contracting officer may use the provisions and clauses contained in Part 23 regarding the use of recovered material when appropriate for the item being acquired.



# FAR Part 13

## Actions At or Below the Micro-Purchase Threshold

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### 13.201 (f)

The procurement requirements in the Resource Conservation and Recovery Act . . . and Executive Order 13101 . . . apply to purchases at or below the micro-purchase threshold (see Subpart 23.4)



## **FAR Part 23**

### **Environment, Conservation, Occupational Safety, and Drug-Free Workplace**

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#### **23.403 Policy**

Government policy on the use of recovered materials considers cost, availability of competition, and performance. The objective is to acquire competitively, in a cost-effective manner, products that meet reasonable performance requirements and that are composed of the highest percentage of recovered materials practicable.



## FAR Part 23

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### FAR 23.404

(b) Agency affirmative procurement programs must require that **100 percent of purchases of EPA-designated products contain recovered material**, unless the item cannot be acquired--

- (1) Competitively within a reasonable time frame;
- (2) Meeting appropriate performance standards; or
- 3) At a reasonable price.

(c) Agency affirmative procurement programs must provide guidance for purchases of EPA-designated products at or below the micro-purchase threshold.



## FAR Part 23

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### **23.703 Policy.**

Agencies must--

- (a) Implement cost-effective contracting preference programs favoring the acquisition of environmentally preferable and energy-efficient products and services; and . . .



## FAR Part 23

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### 23.703 Policy (Cont'd) . . . and . . .

- (b) Employ acquisition strategies that **affirmatively implement the following environmental objectives:**
  - (1) Maximize the utilization of **environmentally preferable products** and services (based on EPA-issued guidance).
  - (2) Maximize the utilization of **energy-efficient products**.
  - (3) **Eliminate or reduce the generation of hazardous waste** and the need for special material processing (including special handling, storage, treatment, and disposal).
  - (4) Promote the **use of nonhazardous and recovered materials**.
  - (5) Realize **life-cycle cost savings**.
  - (6) Promote **cost-effective waste reduction** when creating plans, drawings, specifications, standards, and other product descriptions authorizing material substitutions, extensions of shelf-life, and process improvement
  - (7) Consider the use of **biobased products**.



## FAR Part 36 A-E Selection Criteria

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- **FAR Part 36** covers selection of Architectural Engineer (A-E) firms for construction projects.
- **FAR 36.602-1** provides selection criteria for A-E firms, requiring specialized experience and technical competence in energy conservation, pollution prevention, waste reduction and the use of recovered materials as appropriate.



## GAO Decisions

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- **Trilectron Industries, Inc.**, B-248475, Aug. 27, 1992, 92-1 CPD ¶ 130 - GAO held spec requiring air conditioner refrigerant to have zero "ozone-depletion potential" neither unreasonable nor unduly restrictive of competition; was "reasonably related to the agency's minimum needs" even though it went beyond standards then mandated under the Clean Air Act.
- **Bardex Corp.**, B-252208, June 14, 1995, 93-1 CPD ¶ 461 - Trilectron cited for proposition that "[a]gencies may adopt otherwise restrictive specifications to implement legitimate environmental considerations."
- **Tek Contracting, Inc.**, B-245454, Jan. 6, 1992, 92-1 CPD ¶ 28 - IFB required systems compatible with either Underwriters Lab (UL) or Factory Mutual System (FMS). GAO found that requirements "reasonably reflect[ed] the agency's needs;" no reason why agency "must rely only upon the unsubstantiated, unverified claims of the manufacturer concerning the performance of the equipment and its compatibility with the products of another manufacturer." (See Greenseal, etc.)



# Greening The Main Interior's Custodial Services

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Incorporation of Environmental Requirements  
Into Acquisition Processes:

**A Case Study in Buying  
Environmentally Preferable Services**



## Scope of Services

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- 5-Year, \$6.28 Million Perf.-Based, Award Fee
- Gross area: 1,423,745 s.f.
- Occupant population: 2,936
- Products  
chemical cleaners, cleaning equipment, bathroom products
- Services  
daily cleaning, floors maintenance, trash removal and recycling,  
exterior windows (annually), venetian blinds (annually),  
elevator services, snow removal



## The All-Important E-Mail from Our Building Manager

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Author: Michael Cyr at ~IOSISC  
Date: 11/5/1998 11:05 a.m.  
Priority: Normal

Hi Jim,

Ken Naser, PEP, referred me to you. We are getting ready to solicit bids for a new custodial cleaning contract for the Interior Complex. **We want to include specifications that require the contractor to use the most environmentally safe and healthful cleaning products.** I understand that you may have some language that we could use. We can't seem to find a standard institute that certifies cleaning products as being safe or healthful. Any guidance would be greatly appreciated.



# Getting Started

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- Initial Challenges
  - Absence of Existing Contract Language
  - Absence of Guidelines to Define Compliance
- Define Objectives and Scope
  - Follow Executive Order 13101
  - Comply with CPG
  - Custodial worker protection
  - Indoor air quality
  - Regional environmental considerations
  - Waste minimization
  - Inclusion of existing third party standards



## Who Was Involved?

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Team Consisted of:

- Facilities Management
- Solicitor's Office
- Procurement Policy Office
- Environmental Policy Office
- NPS Environmental Management
- U.S. EPA Exposure Assessment Branch





## Timeline of Events

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- Initial Request 11/98
- Team Formed/Objectives Defined 11/98
- Research 12/98
- Selection of Attributes 1/99
- Revision of Solicitation 2/99
- Solicitation Issued 2/12/99
- Proposals Received 4/99
- Award 7/99



# What had been done before? What did we want to do?

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## Research into Available Standards:

- City of Santa Monica
- EPA/GSA Custodial Pilot
- Green Seal Paper and Household Cleaner Standards

## Decisions Regarding Scope of Environmental Requirements, Attribute Selection - Three parts:

- Chemical cleaning products,
- Recycled content products
- Recycling enhancement strategies



## How Contract Was Modified

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### Incorporation into Solicitation and Specifications

- Section C - Scope of Service
- Section L - Instructions to Offerors
- Section M - Evaluation Factors for Award
- Attachments

Evaluation Plan: Environmental Preferability Given 1/3 of Total Rating

Two Panels: Technical Evaluation Panel and Environmental Evaluation Panel





# Recycled Content Products

OFFEROR COMPANY NAME \_\_\_\_\_

ATTACHMENT A.2 (AMENDED)

Section L7 - Environmental Preferability Submission  
 Part F and G Recycled Content Products  
 - Mandatory and Desirable Characteristics

\* Offerors must identify the brand name and manufacturer in the first column below for each offered recycled content product, attach supporting documentation, and submit a sample of the product for efficacy testing

Product Categories	Estimated Purchase Volume Over Contract Life	Recovered Material Content	Post-consumer Content	Drinking Agent	Bleaching Agent
Bathroom tissue		(mandatory min = 100%)	(mandatory min = 20%)		
Paper towels		(mandatory min = 100%)	(mandatory min = 50%)		
General purpose industrial wipes		(mandatory min = 100%)	(mandatory min = 40%)		
Toilet Seat Covers		(mandatory min = 100%)	(mandatory min = 50%)		



## Enhanced Recycling Strategies

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- Procedures for monitoring waste/recycling volume
- Procedures for monitoring rates of participation in recycling program
- Procedures for promoting building occupant participation/avoid contamination
- Measures to ensure contractor observance of program



## Section M - Source Selection

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- 30% Environmental

“Completeness and thoroughness of submittal addressing environmental preferability/recycled content products and strategies for execution of a successful waste reduction/recycling program”

- Experience - 15%  
(partially assigned to environmental)



## How Well Did It Work?

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- A Lot of Questions at Pre-Bid Conference
- 19 Offers (Roughly Half Understood Environmental Submittal)
- Competitive Range: A Handful of Really Good Submittals
- Best Value Selected: Best Environmental, Best Technical, Lowest Price of Competitive Range  
COST: \$6.28 Million over 5 years  
\$2.1 Million under last 5-year contract



## Other DOI Initiatives

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- Multi-Agency Uniform Contract
- Clean Computer Campaign (Under MOU with DOD Contractor)
- Green Roof Project (Partnership with Non-Profit)
- *EarthShell* cafeteria Pilot Project
- Numerous NPS Projects

See <http://www.epa.gov/oppt/epp/pilotchartproducts.htm>



## DOI's Strategic Plan for Greening

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- **Signed at assistant secretarial, top program, and bureau- and agency-head levels**
- **Vision Statement:** DOI will be “innovative leader in ‘greening’ the Federal government by actively and systematically protecting the natural processes that sustain life on Earth . . . Interior will, in its own operations, minimize solid waste, prevent pollution, save energy and other resources, reduce greenhouse gas emissions, and encourage public support and participation.”



## EPP Pilot Projects

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- E.O. 13101 directs agencies to test the principles and concepts in EPA's guidance with pilot projects
- There are 26 pilot projects underway or planned
- Case studies are on EPA's EPP web site
- The EPP program will offer a training module on purchasing environmentally preferable products and services

**<http://www.epa.gov/opptintr/epp>**



## **Biobased Products Program**

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- A new effort to promote environmentally preferable purchasing in the Federal government.
- Runs in parallel with the Buy Recycled program, but has a separate product list
- The U.S. Department of Agriculture (USDA) has responsibility



## **Biobased Products**

A commercial or industrial product (other than food or feed) that utilizes biological products or renewable domestic agricultural (plant, animal, and marine) or forestry materials

Example: Strawboard walls



## Proposed Biobased Product Category List

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- absorbents/adsorbents
- adhesives/inks/coatings
- alternative fuels and fuel additives
- construction materials/composites
- lubricants/functional fuels
- renewable alternative fiber papers/packaging
- solvents/cleaners/surfactants
- plant-based plastics/degradable polymers/films
- landscaping products
- biocontrol/bioremediation media
- new fibers/filler/yarn/insulation
- enzymes/intermediate chemicals
- others



## Energy Efficient Purchasing

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- E.O. 13123, Sec. 403(b)(1) states:
  - “Agencies shall select, where life-cycle cost-effective, ENERGY STAR® and other energy-efficient products.”
  - “For product groups where ENERGY STAR® labels are not yet available, agencies shall select products that are in the upper 25% of energy efficiency as designated by FEMP.”



## Energy Efficient Purchasing

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- EPACT (Former Pres. Bush '92)
  - Called for “guidelines to encourage acquisition and use by all federal agencies” of E-E products
  - Defined E-E with respect to life-cycle cost



## Energy Efficient Purchasing

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- Federal Acquisition Regulations (FAR)
  - 48 CFR 23.704: “Agencies shall implement cost-effective contracting preference programs favoring the acquisition of .... energy-efficient products and services”
  - Energy-efficient: “products in the upper 25% of energy efficiency for all similar products”



# Energy Efficient Purchasing (Cost Effective Issues)

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- EX: 500 ton centrifugal chiller
  - from FEMP chillers *Recommendation*
  - 0.68 vs. 0.56 kW/ton
  - est. lifetime energy cost savings: \$100,000
  - cost increment: ~ \$35,000 (1/3 of savings)
- EX: LED exit signs
  - big savings, little to no cost premium
  - labor savings, too



# Energy Efficient Purchasing (How Do You Know It's Efficient)

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- FEMP's *Product Efficiency Recommendations*
  - I.D. ENERGY STAR® or “upper 25%” levels
  - reference supply agency (DLA and GSA) sources for E-E models
    - also, tips for when **not** using supply agencies
  - “Buyer Tips” on sizing, proper use, etc.
  - “Cost-effectiveness Examples”
  - “For More Info



## Energy Efficient Purchasing (How To Get Information)

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- 1-800-DOE-EREC (363-3732)
- New *Recommendations* twice per yr.
- Update pkgs. sent to subscribers with:
  - new *Recommendations*
  - updated *Recommendations* (changed levels)
  - other info on E-E purchasing



# Energy Efficient Purchasing (What EE products can be purchased?)

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- Commercial Products
  - Chillers
  - Fluor. Lamps, Ballasts, Luminaires
  - Exit Signs
  - Windows
  - Copiers
- Residential Products
  - Air Conditioners
  - Heat Pumps
  - Refrigerators
  - Printers/Fax machines
  - Computers/Monitors



## Energy Efficient Purchasing (Federal Supply Sources)

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- Federal supply agencies:
  - Defense Logistics Agency (DLA)
    - lighting and A.C. products: 800-DLA-BULB
  - General Services Administration (GSA)
    - GSA Schedules: look for ENERGY STAR®
    - on *GSA Advantage!* (via [www.fss.gsa.gov](http://www.fss.gsa.gov))
    - on vendor catalogues, price lists



## Energy Efficient Purchasing

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- Outside of supply agencies
  - Look for the ENERGY STAR<sup>®</sup>
  - Contracting? Specify it
    - construction/renovation projects
    - standard purchasing contracts
    - O & M contracts





## Why Green Purchasing?

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- Preserves natural resources
- National policy
- Increasingly easier
- Potential cost savings



## Cost Comparison of Green Purchasing

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➤ Item #1

Truck Tires (Common Truck Tire Size, 11R22-5)

\$240 - \$295

Retread Truck Tires

\$89 - \$110

➤ Item #2

Commercial Oil (box)

\$11.13

Re-refined Oil

\$10.95



## Cost Comparison of Green Purchasing

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➤ Item #3

Military Specific, Tactical Oils (5 gallon can)

\$17.15

Re-refined Oil

\$15.25

➤ Item #4

Paper (truck-load)

\$3.13

Recycled Paper

\$3.06



## Cost Comparison of Green Purchasing

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➤ Item #5

Toner Cartridge (Cannon Machines)

\$67.74

Recycled Toner Cartridge

\$30.67

➤ Item #6

Binders (3' White slant "D" /w clear covers)

\$11.59

Recycled Binders

\$6.28



## Examples of Buying Green

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- Mechanisms include:
  - Service contracts (NASA and DOI)
  - Statements of work (EPA Kansas City)
  - Acquisition planning (DoD parking lot)
  - Substitution policies
  - Requirements (double-sided copying)
  - Past performance (DOI, pilot volunteers)



## Examples of Buying Green

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### Automatic substitution policies

- Paper-98% compliance rate
- Re-refined oil
  - DoD
  - DOJ
  - DOT



## Examples of Buying Green

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- Defense Supply Center Richmond
- Nationwide Program
- Purchase of re-refined oil
- Used oil picked up within 72 hours of your call
- One contract
- Saves money



## **Green Use of Purchase Cards**

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- Purchase card use- \$8 Billion in FY 98
- 340,000 government buyers have purchase cards
- Important to include green purchasing in all credit card training and manuals
- Some agencies place green purchasing message on the bottom of the card holder's bill



## Accomplishments

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- Federal agencies and government contractors now buy more than 50 types of recycled content products daily, which range from office supplies, to building materials, to re-refined oil, and retread tires.
- Government purchases in 1997 for certain EPA designated recycled content products exceeded \$350 million, an increase of \$112 million or 30% over the 1992 level.



## Accomplishments

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- Federal procurement sources -- GSA, DLA, JWOD, and now UNICOR, are greening.
  - Making it easier for program personnel to find “green” and EE products
  - Annotating green and EE products in electronic catalogs with environmental symbols
  - Emphasizing green and EE vendors and products up front, on the first page.



## Websites

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- White House Task Force on Recycling  
**<http://www.ofee.gov>**
- Comprehensive Procurement Guidelines (CPG) and Recovered Material Advisory Notices (RMAN)  
Final Rules, CPG I and CPG II (& accompanying RMANs)  
Proposed Rules, CPG III (and RMAN III)  
**<http://www.epa.gov/cpg/backgrnd.htm>**
- DOE/FEMP's Buying Energy Efficient Products  
**<http://www.eren.doe.gov/femp/procurement>**
- Biobased Products "Source Book"  
**<http://www.bioproducts-bioenergy.gov>**



## Summary

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### Purchasing green products . . .

- Is both *required* and *supported* by the law
- Is a matter both of personal initiative and changing the “culture” of procurement
- Makes good business sense
- Helps to perform missions cost-effectively
- Creates jobs
- Preserves the environment
- Saves energy
- **Is simply the right thing to do**



**Questions?**



## For More Information

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